



Fundraising Practices for New Symphony Orchestras in the U.S.

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Purpose:

To examine the common fundraising practices for new and smaller orchestras compared to their older, larger counterparts.

Method:

The researcher analyzed financial statements of five older orchestras and five newer orchestras.

New Orchestras:

- Cave Run Symphony Orchestra
- Colchester Civic Orchestra
- Northwest Iowa Symphony Orchestra
- Glacier Symphony
- Symphony Tacoma

Old Orchestras:

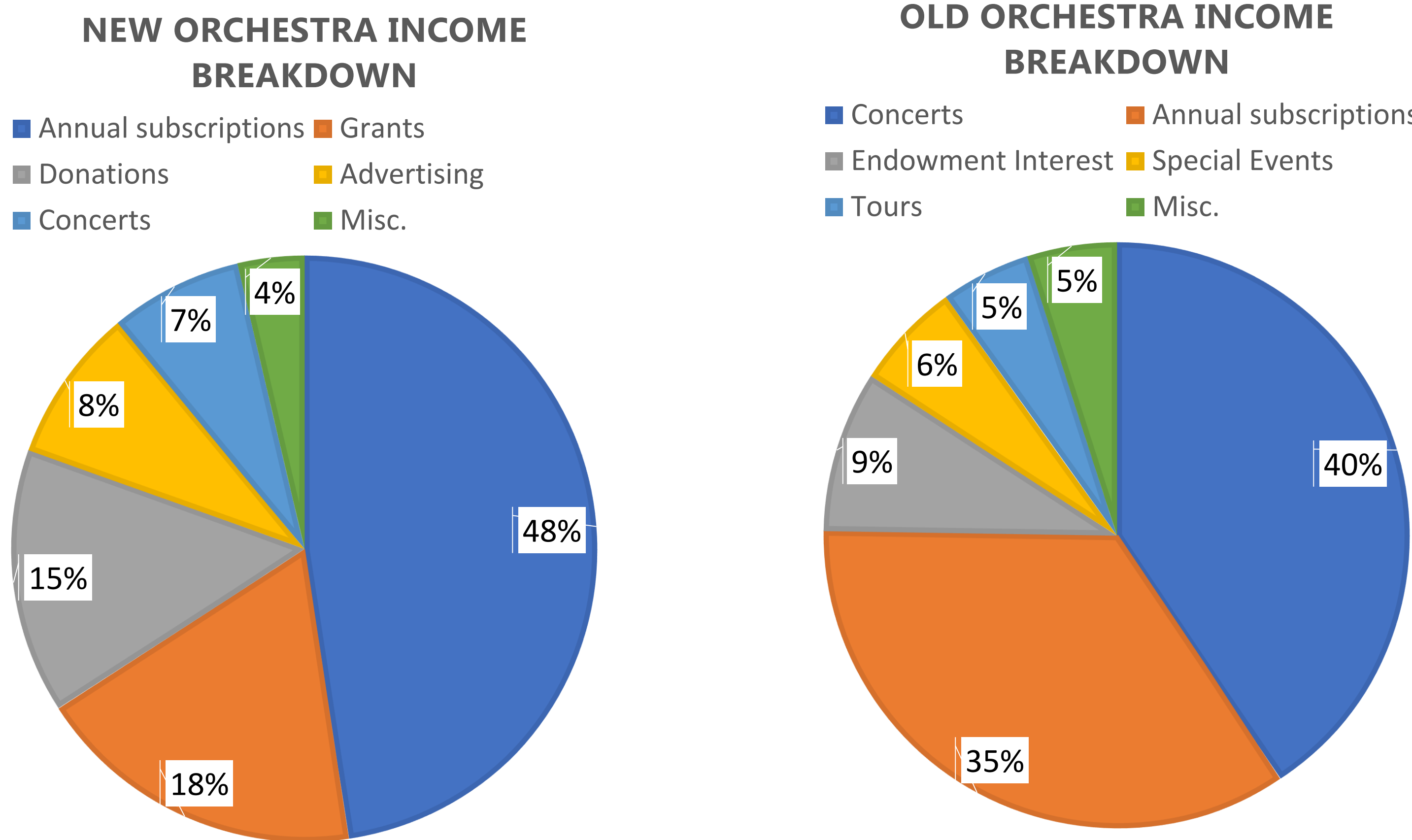
- New York Philharmonic
- Boston Symphony Orchestra
- Chicago Symphony Orchestra
- Philadelphia Orchestra
- Cleveland Orchestra

Research Questions:

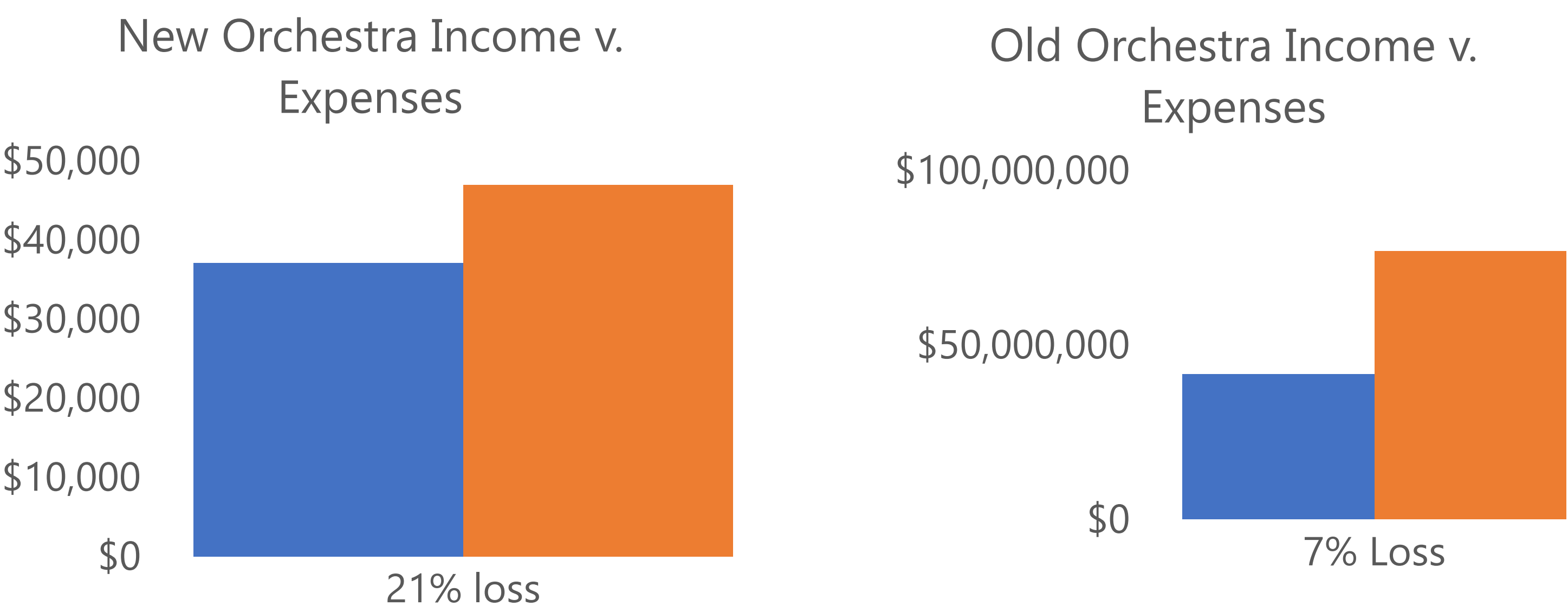
- 1) What methods of fundraising are utilized by new and old orchestras, respectively?
- 2) How does the current income compare to the current expenses?
- 3) What factors contribute to how successful a fundraising project is?

Results:

What methods of fundraising are utilized by new and old orchestras, respectively?



How does the current income compare to the current expense?



What factors contribute to how successful a fundraising project is?

- Location
- Number of concerts
- Population of surrounding area

Conclusion:

- Older orchestras have similar income sources, but on a much larger scale.
- For a new orchestra to flourish financially, location is an integral aspect.
- A strong sponsorship base should account for the majority of the income each year.
- Free resources should be utilized whenever possible.
- Networking at local colleges and community events is an excellent way to meet possible donors and volunteers.
- New and old fundraising methods should be used in conjunction to reach a higher level of engagement.
- This field would benefit from an overarching database featuring all possible additional revenue sources (i.e. grants and fellowships).

Future Research:

- What are some specific fundraisers being used by older orchestras?
- Should new orchestras only establish themselves in densely-populated cities?

	Average Population	Average Income	Avg Population x Avg Income
New Orchestras	68,414	\$52,528	\$3,536,000
Old Orchestras	2,853,923	\$48,622	\$136,944,000